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REVIEW OF THE 1921-22 BRITISH APPLE MARKET

Report submitted by
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REVIEW OF THE 1921-22 BRITISH APPLE MARKET

Outstanding Features of the Season

American apple shippers found a satisfactory market in the United Kingdom during the 1921-22 season reports the American Agricultural Commissioner in London. One of the important factors contributing to the success of the season was the comparative stability of the exchange which made trading less hazardous than one year ago.

There was an unusual amount of unemployment in Great Britain during the year, however, and northern markets in particular felt the effect of the lost purchasing power of the manufacturing communities. There was a considerable drop in the consumption of apples due to prevailing economic conditions in the country. It must be remembered that American apples are a luxury in England and that high prices put them out of the reach of the poorer classes. It is the general belief in the United Kingdom that, to effect the maximum in distribution, apples must be retailed to the general public at no more than six pence (12.2¢ at par) a pound. When prices rise above that level consumption is at once restricted.

A great improvement was noted in the general condition of the American fruit arriving in British markets during the past season. The keeping qualities seemed to be far better this year than during the previous season. There was also a decrease in the number of shipments leaving New York known to be in doubtful condition before being sent out of the port. The fact that shipping and handling conditions at both ends of the trip have improved during

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THE DIVISION OF THE PHYSICAL SCIENCES

REPORT OF THE DIVISION OF THE PHYSICAL SCIENCES
FOR THE YEAR 1955-1956

The Division of the Physical Sciences of the University of Chicago has been fortunate in having a most able and energetic director, Professor J. R. Oppenheimer, who has been in charge since 1947. Under his leadership, the Division has grown steadily in size and importance, and has become one of the leading centers of research in the physical sciences in the United States.

The Division is organized into several departments, each headed by a professor. These departments are: the Department of Astronomy, the Department of Geology and Planetary Science, the Department of Physics, the Department of Chemistry, and the Department of Earth and Planetary Science. Each department is further divided into smaller units, such as laboratories and research groups.

The Division has a long and distinguished history, dating back to the founding of the University of Chicago in 1837. It has been a center of excellence in the physical sciences for many years, and has produced many of the leading scientists of our time. The Division's research has been supported by the National Science Foundation, the National Aeronautics and Space Administration, and other federal agencies, as well as by private foundations and the University itself.

The Division's research has been in many areas, including astronomy, geology, physics, chemistry, and earth and planetary science. It has made many important discoveries, and has contributed significantly to our understanding of the physical world. The Division's research has been carried out in a spirit of collaboration and cooperation, and has been supported by a high level of administrative and technical assistance.

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the past year is no doubt the chief reason for the better condition of the fruit upon arrival in British markets.

Pacific Coast Shipments Successful.

Another important feature of the 1921-22 season was the direct shipment of American fruit from British Columbia and the Pacific Coast States via the Panama Canal. This fruit reached British markets in excellent condition and good prices were realized. The shipment of fruit from the Pacific Coast ports to the United Kingdom via the Panama Canal is a new development in fruit transportation and is made possible only by expert methods of selection, handling, packing, storage and refrigeration.

Although these Pacific Coast shipments were at times quite heavy the markets never became glutted because the trade always knew beforehand that the fruit was en route. As a matter of fact one of the outstanding features of the 1921-22 apple season was that the market at no time became flooded with American fruit. The prices realized therefore, tended to remain uniform throughout the season.

Difficulties Encountered in British Markets.

The British markets on the whole present many interesting features. Criticism is often made of British methods, but a study of the markets during the past three seasons indicates that much of the criticism was unjustifiable. There is no essential difference in the character of the British and the American trade. In both countries there are many firms that can be trusted and unfortunately others that may be looked upon with suspicion.

One of the difficulties in connection with the exportation of apples to British markets is the decision as to what system to follow in regard to the necessary sales force for handling and disposing of the fruit on arrival

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in the United Kingdom. This question is aggravated by the fact that American apples on British markets have a season of but from four to six months during which to be marketed.

The American apple season in Great Britain starts somewhere along in September, contingent upon the exhaustion in the British market of home supplies and supplies from the Continent of Europe, and ends around the beginning of April. Supplies from Australia and New Zealand then come upon the market in great quantities. At the most we have a season which runs for only six months and usually less, making it impracticable for American houses to handle their own stocks in Great Britain.

Method of Handling American Fruit.

The practice has therefore been evolved of shipping American fruit to firms in the United Kingdom who then dispose of and distribute it in the best and most advantageous method possible. American apple exporters have found that the British auctions serve their purposes satisfactorily. The opinion has been expressed, however, that American enterprise and cooperation would not only greatly improve conditions and facilitate distribution but it would also bring about an increase in consumption.

One of the thoughts that the American fruit exporter must bear in mind when attempting to establish a market for his commodity in the United Kingdom is that by the time the fruit reaches the foreign port it has passed through conditions that are very unfavorable to its keeping qualities. There has probably been a storage period in the Northwest or in the East, or long railroad shipments, considerable handling in New York, an ocean trip during the roughest part of the year and finally considerable exposure to climatic conditions while being handled in England. It is quite evident that all of

these conditions militate against the keeping qualities of the fruit. The general experience in the markets of the United Kingdom has shown, therefore, that the best thing to do with American fruit is to place it on sale immediately upon arrival regardless of the condition of the market. Although fruit is frequently kept one or two weeks during a severe slump, the general opinion of the British trade is adverse to a longer period of storage.

Opposition to Re-Conditioning.

There are no available cold storages in the United Kingdom for overseas fruit. Whenever apples are stored, they are stored in the ordinary cellars of the dealers. There is also a great disinclination on the part of the trade to recondition fruit. The general practice is to place the fruit on the market regardless of its condition. There are two reasons for this course of procedure. (1) The lack of space and the shortage and high cost of labor necessary to re-condition fruit. (2) The strong prejudice of the trade against re-conditioned fruit.

It is quite impossible to sell re-conditioned fruit to the trade in Great Britain. This experiment was tried with oranges but with poor results. In the case of apples, however, it is a prejudice that is somewhat unfounded. One of the leading fruit operators in Copenhagen makes a practice of re-conditioning fruit with much success. He has of course a large plant and the available space and labor to do the work. Moreover there is no prejudice in the Scandinavian trade against the practice. In fact, reconditioning when needed is quite general in the fruit trade of Scandinavian countries.

Knowledge of British Supplies and Market Conditions Essential.

The factors which give rise to our main difficulties in the British market, however, are not so much the handling of fruit on its arrival as the quantities and regularity with which it comes forward. There is a great need



of a more thorough knowledge of British supplies and market conditions. The practice has been common in the past of dumping surplus supplies from New York on the British markets regardless of the supplies on hand. This naturally leads to disastrous results. Whenever the New York and other Atlantic markets become overcrowded with fruit from the northwest and other growing centers, the supplies are at once dumped on the British markets. Rather than let the American markets break, these heavy shipments are at once diverted to England regardless of conditions in that market.

Shipments of this nature are usually made by speculators. Having been hurriedly loaded on the first available boat without careful examination to ascertain their keeping qualities, they arrive in British markets in every possible condition. Their arrival of course completely disarranges the plans of local dealers who have been importing about what they considered the trade would be able to carry under normal conditions. The result is a slump all around and the flooding of the markets with cheap fruit. Regardless of what profits have been made on the New York markets, no one in England makes a profit except those who accept the fruit and handle it on commission. The local dealers of course always get their commission, but are forced to make returns that show little profit to the shipper and in turn to the producer. As long as the market is handled in this manner, shipping fruit to England is going to be a gamble, showing excellent profits at one time and huge losses at another.

This is the most important problem of the British markets and it must be solved in the United States. The history of the past years, last year excepted because during that year supplies were short, has been the history of successive slumps and shortages. The first shipments from the United States

are usually welcomed and bring high prices because the British supplies are exhausted. Numerous shipments then follow so that the markets soon become glutted. The inevitable result is that prices at once fall. The losses experienced on subsequent shipments are sometimes very large. Exporting then stops for a period and in one or two weeks the market is practically bare. Prices then again reach high levels and exports are resumed with renewed vigor until the market is once more glutted. This again results in a slump and a shortage and so on ad infinitum.

Cooperative Effort Needed.

What is really needed is cooperative effort to supply the British market in a uniform manner so that the flow of supplies will be regular and the demand will be met. The British market will take our surplus and is able to pay good prices, but in order to get the best possible results some system must be devised for more uniform supply and more uniform prices. The British dealer should not be placed in the position of not knowing from week to week what the prices are likely to be, and it is certainly not to the producers' advantage to have the dealers looking at the bottom of the slump to make purchases. In other words, consumption is not encouraged by having buyers holding off because prices will be lower next week, or by having them afraid to buy when prices are high simply because neighboring retailers have in their shops fruit bought at low prices.

The remedy must come, however, not from the British dealer, but from the American producers and dealers. The British dealer cannot be criticised if he accepts the heavy consignments forwarded to him and disposes of them as best he can. He earns his commission by doing the best he can for his principals, and that is all that can be asked of him. This is our problem and not the problem of the British merchant.

It should be worked out just as the problem of orange distribution is worked out in California. The large British markets should be regularly supplied during the season with sufficient fruit to meet the demand of the consuming public and the dealers there should be assured of a steady flow, not with a feast one day and a famine the next. As at present conducted, the British apple markets offer no inducement to the British merchants to make direct purchases either from the producer or the producers' organizations. The only hope for an improvement in these conditions can come from thorough cooperation between the producers and brokers in the United States.

Expert Packing Important.

As previously stated, there was a general improvement in the condition in which American fruit arrived in British markets during the past year. The fruit was well graded and a marked improvement was particularly noted in the California pack. This was no doubt due to State inspection. The old and so-called Slavonian California pack was one of the worst packs that came into London markets. It has always brought less than other packs, qualities being equal, because it was not trust-worthy. The importance of grading and packing cannot be overlooked and we must diligently maintain the integrity of our pack if we are to establish and keep any sort of reputation on the British markets.

At present our apple pack is all that can be desired. Boxed apples were much more in evidence during the 1921-22 season than during the previous year. This fact can no doubt be attributed to the fact that the supplies were chiefly from the Northwest. It can safely be said, however, that the box is a more popular container than the barrel in British markets. Although barreled apples have on some occasions brought higher prices than equal weights of



boxed apples, in practically all of these cases the condition of the fruit was the determining factor.

Auctions Supply the British Apple Consuming Public.

The British apple consuming public is supplied through the auctions and through importers who maintain wholesale houses where fruit is sold at private sale. It is not our purpose to discuss at length the question of the advantages or disadvantages of the sale of fruit by private sale and by auctions. Suffice it to say that conditions are such in Great Britain that there would be no American apple market except for the auctions. Heavy supplies are dumped on these auctions through the year by the American, Canadian, Australian, New Zealand and Tasmanian apple growers, by the Spanish and Jewish orange growers (navel oranges from the Holy Land, Jaffa, are a feature), and by the growers of mush fruits in Continental Europe. The British merchants look to the auction houses for their supplies the year round. When our turn comes and the English fruit is out of the way, we take our place and hold it until we give way to the Australians and Tasmanians when their crops are ready, around the beginning of April. There is little overlapping in the seasons, however, as the Australian crop arrives just as we are through.

The main auctions of Great Britain are fair and above board. The samples are shown and the bidding is open to all. There is the one exception as to the Liverpool auction, which is a closed auction. Mr. Foley mentions, however, that he has never had the least difficulty in obtaining entrance to this auction room and that he has no criticism of any sort as to the method in which the sales are conducted.

Market Price of Apples Set by Auctions.

The market price for apples in the United Kingdom set by the auctions and the operations and prices of any one auction are known to the operators on

all of the other auctions. Thus a Liverpool auction firm will know at all times exactly what is going on at London and Glasgow. It must not, however, be inferred that the auction is a fool-proof arrangement and that one is safe to pick out any firm and ship at random for sale on the auction.

As before remarked, the trade in England is just like the trade at home, - there are gilt-edge firms that have been in business, whose word is as good as their bond and who are really anxious to secure the largest possible return for the producer and shipper. They are, as in the United States, in the majority and one is perfectly safe in dealing with them. They know the markets and their advice is often much better than the advice that comes from commercial sources in the United States. They are on the ground and can see what is going on. Unfortunately there are, however, other firms whose carelessness in picking samples for the auction, in putting the fruit up for sale when conditions of the market do not warrant it, in throwing the produce on any market so that they can pocket their commission, and even in making private sales at their own convenience, is often the cause of heavy losses. There is under the present system no way of checking these dishonest firms since they can easily say that the fruit arrived out of condition and that the prices obtained were due to that cause.

Again, fruit is quite often thrown on one market in a period of depression when it really should have been reconsigned to another. Thus the Glasgow market will be up and the London market down. The London dealer, however, will throw the produce on the London market at a low price and get his commission, rather than tranship and get a good price for the shipper in Glasgow and get no commission. The answer to complaints is that the goods were shipped to London and should be sold there. These are but a few of the conditions and

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practices of which American exporters have at times to complain. Although these things do not happen to the customers of reputable firms, they have happened in the past and may happen in the future to firms in the United States shipping to firms in the United Kingdom with whom they are unacquainted.

Description of Various Auctions and Methods Pursued.

The shipments of American apples to Great Britain are of three kinds:

(1) Shipments to auction; (2) shipments on consignment, and (3) shipments which have been purchased by English firms acting through buyers in the United States. The shipments to auction houses are most interesting. One must realize, first of all, that Great Britain has a population of about half that of the United States crowded into an area of about 90,000 square miles, which is considerably less than the area of many of our States. It has six important auction points, namely: Glasgow, Liverpool, Manchester, London, Hull and Southampton. These auction houses vary in their efficiency, from Glasgow, which is easily the best auction in Great Britain, to that of London, which is the least satisfactory.

The Glasgow markets take care of the Scottish and the North England trade on the West Coast. The Liverpool and Manchester markets supply their large manufacturing areas within a radius of 75 to 100 miles. It is interesting to note that this area of 100 miles from Liverpool and Manchester has a population of eighteen and a half million people..

London supplies an area of about 150 miles around that city, with a population as large as that supplied by the Liverpool and Manchester districts. Hull supplies the East Coast trade and does a considerable business with the Scandinavian countries. The auction houses of Hull are looked to for supplies by Denmark, Norway and Sweden, and also Holland. In pre-war days there was

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considerable business between Hull and Germany. Southampton, the newest of the auctions, supplies the South and Southwest of England.

Glasgow is Leading British Auction.

Glasgow, which is considered the best of the English auctions, has direct shipping connections with the United States. The trade at that port has all the needed facilities for handling fruit and the auctions are adequate and quite as up-to-date as those of New York.

There is little fruit in the Northern country of the United Kingdom, hence the prices realized in Glasgow are often better than those realized in the Southern and other markets of Great Britain. Glasgow is also more or less free from the constant dumping of produce from the continent of Europe that so often gluts the London market. This produce is usually dumped on the Southern and Western markets, in which the auctions are operating, because of their proximity to the Continent and the ease with which it can be unloaded at those points. This produce is also often out of condition and is never well packed or graded.

There are no available statistics to enable us to get the total volume sold at auction during the past year in Glasgow, but the value of the fruit passing through the auction houses can be safely estimated at \$10,000,000. The percentage of apples sold at auction in Glasgow can be estimated at between 80% and 90%, and for citrus fruits (European) and imported grapes at about 100%. In regard to homegrown produce sold in Glasgow, the quantity passing through the auction varies according to the particular article. Not more than 10% of the Scotch tomatoes sold in Glasgow are handled through the auction, whereas 90% of the Scotch strawberries and raspberries are disposed of by this method.

The cost of handling, in addition to a commission which varies from 3% to 7% according to the nature of the contract, is a consolidated charge covering River and Harbor dues and all expenses attached to the landing, cataloguing and general work necessary to sale and delivery. These terms are at present 10d. per box (20.3 at par) and 1s.6d. per barrel. (36.5 at par).

The auction companies (commonly termed Fruit Brokers) guarantee all their sales. The business of the average buyer at auction is that of wholesaler or retailer and broker, the latter usually being termed a commission buyer, i.e. buying on behalf of a merchant (either wholesaler or retailer).

The volume of the auction sales at Glasgow is increasing every year. The auction prices have established the values of all commodities which pass through the auctions. It has been found that this system of selling increases distribution, - firstly, because it enables large quantities to be disposed of with great rapidity and in a heavy season prevents arrivals from overlapping and does away with accumulations, thus enabling quick consumption. Secondly, because an aggregation of various fruits and vegetables catalogued for auction sale in one place at a specific date attracts the attention of buyers who may purchase various articles even if they were present with the intention of purchasing only one.

A feature of the Glasgow auction is that competition is unrestricted. The claim is generally made in Glasgow that the auction method is far superior to the method of direct sale. The following is quoted from a correspondent who states the case of the fruit auction which is applicable to most of the British auctions. It is of course the auctioneer's statement of his own case:

"The private sellers here, nine times out of ten, wait for the auction prices before fixing their values. On many occasions they are unable to average equal prices, especially

when the condition is doubtful or requires a quick clearance on such occasions they are compelled to resort to the auction companies. The strength which the auction effects on the market through the bulk of varied produce it offers for sale, thereby concentrating the large majority of the buying power in its room is but slightly minimized by private selling. The auctions always attract an army of speculative and other dealers, who before, after and during the sale, telephone and telegraph their connections throughout the country in the quest of orders to buy. The private seller has to content himself with the stray buyers who happen to pass along, or finding one by telephone, telegram or letter. He may occasionally benefit by a rising market just as he may lose by a falling one and perhaps has little difficulty in overtaking successfully small to moderate quantities, but he is quite unable to cope with steady and regular heavy bulks. I have in mind a particular instance this season with a heavy arrival of American boxed apples per s.s. "Nebraska" direct from the Pacific Coast via the Panama Canal, where a certain firm of private sellers, who advertize in the United States and elsewhere in favor of their methods of sale, was unable to handle some 10,000 boxes and gave them over to an auction company for sale."

It is also well to note in regard to the Glasgow auctioneers that they can, if they desire and think it in the interest of their principals, sell by private treaty, whereas the private seller cannot sell by auction unless he employs an auction company. An important advantage enjoyed by Glasgow is that its geographical position is such as to remove the necessity of a train service in landing the fruit from the steamer for the auctions.



The following paragraphs outline the conditions of sale by auction and private treaty in Glasgow:

CONDITIONS OF SALE BY AUCTION

AND PRIVATE TREATY IN GLASGOW

1. The highest bidder shall be the purchaser, and if any dispute arises between two or more bidders the lot shall be put up again and resold, or the auctioneer may declare the bidder.
2. The auctioneer may decline to accept the bids of any person or persons.
3. The auctioneer shall be entitled to demand from any buyer payment for any lot or lots, or a deposit of 25 per cent thereon either immediately upon the fall of the hammer, or before delivery, notwithstanding previous dealings on credit, and should the buyer neglect or refuse to complete the purchase or take due delivery, the lot or lots may be resold either by auction or private treaty without notice, notwithstanding any deposit which may have been paid, and any loss, brokerage, or other expenses which shall be incurred at such resale shall be made good by the defaulter. No buyer shall be allowed to pay for or clear a part of his purchase without paying for the whole of his lot or lots or leaving a substantial deposit satisfactory to the auctioneer for the remainder.
4. All goods are sold 'by auction or otherwise) subject to our saleroom charges, with all faults and defects, if any, as per the classification given at time of sale, and buyers are requested and required to thoroughly inspect the bulks at quays or warehouses, as the package or packages shown at time of sale are not shown as samples of the bulk, nor will the brokers hold themselves responsible for any variation in quality, quantity, description, or inaccurate stencilling.
5. All goods sold under the customary classification, and in use by the British Fruit Trade generally, shall be taken delivery of by the purchaser or his agents at the quays or warehouses, wherever sold from, within a period of 48 hours after the time of sale, unless otherwise specified by the auctioneer, and the right of rejection upon any legitimate ground whatever must be exercised at such quays or warehouses within the time stipulated or stated. Thereafter no allowance will be



granted or refusal accepted upon any grounds whatever.

Weights which may be catalogued or announced at time of sale are stated only as a general indication and in no sense guaranteed as accurate.

6. All goods which may be left at the quays or at the brokers' warehouses are so left at the risk of the purchaser, but all goods are held secure against loss or damage by fire until delivered. Buyers not taking delivery of their purchases within the stipulated time shall incur a charge of not less than threepence per package, which is in addition and without prejudice to the broker's right of resale.
7. All goods sold in original packages are sold without any liability as to the contents, it being conditional upon buyers that, should any portion of the fruit or vegetables therein contained be unsound, unwholesome, or unfit for human food, same shall be sorted and destroyed, and not offered to the public for sale.
8. All lots are sold more or less, and subject to their being landed (if arriving by vessel) or delivered to the brokers' warehouses (if arriving by land carriage), and the brokers do not hold themselves liable, from whatever cause, for any short deliveries of the whole, or part of a lot or lots, nor will any claim arising out of a contract made under these conditions be allowed to include loss of time or prospective profit.
9. The auctioneer reserves to himself the right to give the purchaser of the first or any subsequent lot the whole or remainder of the parcel.
10. The auctioneer shall be entitled to withdraw any lot or lots at any time.
11. Returnable empties upon which a charge is made shall at all times remain the property of the brokers, the amount paid upon same being only as security for their due return. Such empties shall be returned in like condition as at the time of purchase, and they are not to be used for any other purpose than the conveyance of the goods contained at the time of sale, and when the empties are duly returned a voucher or check shall be granted as evidence thereof. The broker shall return the money deposited as security for return of empties upon production of voucher and/ or check by the purchaser, but no credit shall be given or payment made until such voucher and/ or check is delivered up by the customer.



Description of the Liverpool Auction.

The Liverpool and Manchester markets can be considered together since they are very close to each other and supply the same territories. The Liverpool auction, which ranks a close second to the Glasgow auction, is a closed auction where sales can be made only through members of the auction. This system has been criticised, but the Liverpool trade points out that they are supplying a definite demand and that members weekly import sufficient fruit to handle the ordinary demands of the market for that period. They also point out that it would be quite unfair to permit large quantities of fruit to be dumped upon the auctions and thus break the market and cause general loss to all concerned. There are no obstacles placed in the way of reputable firms joining the Liverpool auction.

The total volume of fruit and vegetables sold at auction in Liverpool during the calendar year of 1921 was probably in the neighborhood of 4,000,000 packages, with a gross value of close on \$20,000,000. Probably 75% of the imported apples and practically all the citrus fruits and foreign grapes were sold at auction. The proportion sold privately was insignificant. Dried fruits are usually sold privately in Liverpool, auction sales being an exception.

The auction charges for selling vary according to the size of the package, and the expense incurred for dock dues, master portorage, wharfage, etc. The commission also varies from 3% to 6%. The auction companies guarantee the sales and discount sales for the receiver. The buyers at auction are chiefly brokers, jobbers, and wholesalers. There are few or no retailers. There is no definite method of determining whether or not there is an increase in the volume of sales at this auction as compared with private sales. The auction companies, however, are of opinion that these sales are increasing. According to the auction people, the auction prices undoubtedly establish the market on

MEMORANDUM FOR THE RECORD

DATE: 10/10/54

TO: Mr. Tolson

FROM: Mr. Clegg

SUBJECT: [Illegible]

1. [Illegible]

2. [Illegible]

3. [Illegible]

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all commodities, part of which are sold at auction. Private selling, however, tends to depress auction price because the private seller generally offers his goods on the basis of auction prices. Buyers secure their supplies on that basis and thereafter it is to their advantage to bear the auction market. Auction selling tends, according to the auction companies, to widen distribution, in so far as it offers a speedy method of distribution with fair dealing on both sides.

Competition in the auction room is unrestricted so far as bidding among the buyers is concerned, but there is this restriction that before a buyer can bid he must become a member of the Liverpool & District Fruit Buyers' Association. This body has a membership of about 350 and it is not unusual to find the auction room filled to capacity, with many buyers standing. If a dealer is not a member of the Association he can easily gain admission to the sale room by complying with certain formalities and he can get a member to buy for him for a very small commission, if his credit is good.

The following paragraphs outline the conditions of sale as agreed upon by the Liverpool Fruit Brokers' Association, Limited:

CONDITIONS OF SALE.

AGREED UPON BY THE LIVERPOOL FRUIT BROKERS' ASSOCIATION,

LIMITED.

1. All sales by private treaty stated to be made subject to the conditions of the Liverpool Fruit Brokers' Association, Limited, or sale conditions, or when other words to the like effect are used, shall be considered as made subject to these conditions.
2. All goods sold at auction shall be considered as sold subject to these conditions.

3. All fruit and produce shall be offered on the condition that the price paid be regarded by the buyers as the value of the sound goods contained in any package, whether the whole of such contents be sound or only a part thereof, and as regards such of the contents as are spoilt, damaged, or otherwise defective so as to be unfit for human consumption, such defective goods are not intended by the brokers, or purchased by the buyers, for the food of man.
4. The highest bidder shall be the purchaser, unless the lot shall be withdrawn; and if any dispute arises, the manner of settling such dispute shall be settled by the selling broker.
5. The goods shall be taken away at the buyer's expense as soon as possible after sale, and any goods not rejected by the buyer before 4 P.M. on the day following sale shall be considered as accepted, according to the re-selection of the representative of the selling broker, and shall afterwards remain on quay or in warehouse at the buyer's risk and expense.
6. Payments shall be made by cash before delivery if required. No discount to be allowed. A deposit of twenty-five per cent shall be made (if required by the selling broker) at the time of sale.
7. Dates, Muscatels, figs, and all varieties of nuts (with the exception of coker nuts) shall be sold for cash on day of sale, less 2-1/2 per cent.
8. Bids of prices under 3s. shall not be less than 1/2d. above the last bid. Bids of prices of 3s. and upwards, but below 20s. shall not be less than 3d. above the last bid. In sales of lots of onions of not less than 40 packages each, biddings of 1-1/2 d. (which are called "a half") may be accepted. Bids of prices of 20s. and upwards shall not be less than 6d. above the last bid.
9. It shall be at the discretion of the selling broker to take or refuse the biddings of persons who have been defaulters.
10. All grapes sold at or under 2s. 6d. are to be taken all faults.

11. In the event of non-fulfilment of any of these conditions, the deposit shall be forfeited, and the fruit may be re-sold at the seller's discretion, either by public or private sale, and the loss (if any) shall be borne by the defaulter.
12. Buyers not taking delivery of samples by noon on the day following sale will incur a charge of 3d. per package per day.
13. Any dispute or difference that may arise respecting any sale made under these conditions shall be referred to arbitration under the provisions contained in Bye-law 34 of the Association.
14. No allowance shall be made on stained barrel grapes, but all badly stained barrels must be sold separately; and unless specified in catalogue at time of sale, it is to be understood that all barrels are of the white wood description.

Description of Manchester Market.

The Manchester Market is a market in a somewhat peculiar position. It is situated very close to Liverpool and in the heart of the manufacturing country, and has a direct shipping by way of the Manchester Canal. The merchants of Manchester are making a great effort to bring as much trade through the Manchester Canal as possible. They point out a great saving in dock and harbor charges. This saving can undoubtedly be effected, but we must be careful to realize that the large passenger boats, on which a great deal of the fruit is carried, are discharged at Liverpool and not at Manchester.

The total volume of fruit and vegetables sold in Manchester for the year ending June 30, 1921, was as follows:

375,000	barrels	apples.
144,000	boxes	"
589,000	cases	Valencia oranges.
265,000	"	" onions.
85,000	bags	Egyptian onions.
26,000	barrels	Almeria grapes.
92,000	packages	various.
<u>1,576,000</u>		

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Practically 100% of the imports of barreled and boxed apples, citrus fruits and foreign grapes handled in Manchester during 1921 were sold at auction. The auction charges vary according to conditions and facilities given to the shippers in question; usually they are 5% for direct shipments and 3% for bills of lading handed to the auctioneers. With regard to charges, these vary according to the commodity. An inclusive amount is charged, embracing all out-of-pockets in connection with labor and toll charges of the port, selecting, receiving, cataloguing, etc. Barrel apples have to bear a charge of 1s.8d., - (40.6¢ at par) American box apples 11d (22.3¢) - 1/2 cases of oranges 1s.7d. (38.5¢) and barrels of Almeria grapes 1s.6d, (36.5¢).

The brokers' commission includes Del Credere and, immediately delivery of goods is made, account sales and checks are sent to the owner.

About 90% of the buyers at the Manchester auction are wholesalers, who in turn sell to retailers.

The volume of sales at auction in Manchester is increasing every year. The auction prices establish the market of all auction commodities. The Manchester Sale Room is a closed one. That is to say, admittance is by membership only, which is very similar to that of Liverpool. Competition is unrestricted in the auction sales rooms. Owing to the nature of the membership, rings are impossible.

Description of the London Market.

The London market is the most unsatisfactory and disorganized of all the markets of Great Britain. To begin with, London is a more or less interior point. The London market supplies the metropolitan area of London and the surrounding country. No fruit ships discharged in the River Thames come up close enough to London to land their cargoes within reach of the drays

of the London firms. The stocks are landed at Tilbury Docks and all have to be reloaded and carried to London by rail, then across London by dray to the auction houses, and if the goods are sold outside London they have to be packed and loaded again to be sent to the railroad stations, all of which are a considerable distance from Covent Garden. Stocks arriving at Liverpool and Southampton for London have an additional haulage. This system is expensive, as all the charges are very high and traffic congestion in the City of London is such that great delays are occasioned.

Covent Garden and Pudding Lane, the auction points of London, are in the heart of the business section of the city and in no wise adapted to the sale of fresh fruit.

Covent Garden has ancient and exclusive marketing privileges, and while it is recognized by all concerned that these privileges should be done away with and the market placed on a business basis, no one as yet has suggested a plan to do away with the ruinous expenses connected with this London market.

The market is the property of the Duke of Bedford, who has exclusive marketing privileges for that section of London.

The auctions are actually held in Electric Hall, which around the fifties was a ball room adjoining Covent Garden Theatre at which important social functions were held. It is now a public auction and in comparatively small space are crowded the several London auctions. It seems that the London auctions have never issued catalogues. Sometimes hand-bills, etc., are mailed to the trade but there are no catalogues. There is no reason why the practice of all the other auctions in this regard should not be followed, but the fact remains that it is not done.

There is no adequate space for the exhibition of samples, and each stall spreads out the samples of its offerings at any available space around

the hall. During the auction the floor of the Floral Hall is a chaos of all kinds of fruit - good, bad and indifferent. The auctions begin operating at about the same time and the babel is quite similar to that which prevailed at the New York curb in the old days of the post-war boom. How any work is actually accomplished remains a mystery, but the results, considering the handicaps, are remarkable. Probably the only reason that anything is accomplished is that there is a big London demand. The buyers from the high-class trade take the good stuff and the mongers or barrow-men take what the better-class buyers reject.

There is an incredible amount of produce passing through Covent Garden and it is remarkable, in spite of all the handicaps, that the prices realized are about the same as in other markets.

An orderly auction room and catalogues would be a great assistance. The fact that there is such an active demand in London for fruit and that there is no other place where it can be obtained, is all that keeps this section alive. There is a much larger percentage of fruit sold by private treaty in London than in the other markets. This is because there are a number of firms who dispose of the larger portion of their produce by private sale and only use the auctions to get rid of their doubtful supplies, or when they are overloaded with stock. The auction people themselves claim 70% of American apples are sold by auction.

To the uninitiated, the London market is the most dangerous. There are firms that do well on this market, but there are proportionately more firms that must be more closely watched than on the other markets. The new shippers must carefully investigate the integrity, financial standing and facilities of the firms to which they ship. The old firms that are firmly established

are perfectly safe. They have their reputation to maintain and could not go on year after year making satisfactory returns to their shippers if they were not honest and careful, but many of the newer firms, especially those established since the war, are not above question.

There is only one suggestion as to Covent Garden, - it should be scrapped and a suitable auction built with quarters that will give the auctioneers adequate room to display their samples.

Then there should be catalogues and the sales suitably advertised. It might be noted in passing that these conditions of the Covent Garden Market are not the fault of the trade. Fruit has been sold in Covent Garden from time immemorable. The land and buildings all belong to an estate and the titles and leases are so burdened with ancient rights and other impediments that the trade is bound hand and foot and cannot make a move. The property in its present condition pays handsomely, so the owner does not worry to improve things. Of course, the suggestion to move up a block or so and start all over again seems simple, but one of the exclusive rights of this estate is exclusive marketing privileges in an area of more than a mile or so from Covent Garden.

It is estimated that about 75% of American apples are sold in London by auction. The usual commissions charged for auction selling run from 3% to 6%, over and above out-of-pocket expenses, with additional charges for extra service rendered, the latter depending upon the nature of the fruit and the docks where it is discharged.

The auction companies guarantee the sales by remitting as soon as the goods are sold; and, therefore, they discount sales for the receiver, as they pay out the proceeds of sales before payment is received from buyers.



The buyers at auction sales are chiefly merchants, wholesalers, jobbers, and a few retailers who can purchase in wholesale quantities.

The volume of sales by auction in London is increasing, according to the trade. There is no doubt that auction prices establish the ruling values, - particularly in London where goods are divided between the auction and so-called private salesman, and where the latter invariably have to wait for the auction sales in order to fix the value. Auction sales widen distribution in London, as they afford the opportunity for every phase of the trade to purchase without restrictions. As far as London is concerned, and more particularly Covent Garden, competition is quite unrestricted in the auction rooms.

The following paragraphs give the conditions and terms upon which one of the Covent Garden auctioneering firms disposes of its fruit and may be taken as an indication of the entire system prevailing in that market:

Conditions of Sale by Auction in Covent Garden Market.

1. When a lot is sold, the highest bidder shall be the buyer. If any dispute arises or the lot be claimed by more than one bidder, it shall be left to the decision of the auctioneers.
2. The Auctioneers shall be at liberty to call immediately upon any Buyer to pay down a deposit of 50 per cent. Of the value of such lot, in default of which the lot may be put up again. If any Buyer refuses or neglects to pay the whole of the purchase-money immediately after the sale, or omits to take away his lots on the day of sale, the goods may be resold (without notice) notwithstanding any deposit which may have been paid thereon, and all loss, brokerage, charges, or other expenses whatever that may thereby accrue, be occasioned, or result from such refusal shall be good by the defaulter. No purchaser of more than one lot shall pay for and clear any one lot without paying for all lots bought at the same sale.

3. Goods to be delivered to the purchaser (subject to usual delivery charges) as they lie with all faults and defects (if any), and intending purchasers are invited and requested to thoroughly inspect the bulk as THE SALE IS NOT BY SAMPLE, nor is the bulk guaranteed to be according to any goods shown or opened.
4. Any goods which may be left in the Auctioneers' warehouse are from the time of sale at the purchaser's risk solely, and the Auctioneers do not hold themselves responsible for deterioration.
5. The Auctioneers reserve to themselves the right of accepting or refusing the bids of any person or persons.
6. Goods sold to arrive are (so far as time of their arrival is concerned) at the Buyer's risk as to delivery in all respects; and a good delivery shall be deemed to be made in the case of Country Buyers and London Market Buyers at any time before 10 p.m. on the day of sale, or in the case of Town Buyers at any time before 9 a.m. on the morning following the sale. When goods are sold "to arrive" for delivery on the day of sale or on following days, they shall be accepted by the purchasers up to 12 noon on the last day mentioned at the time of sale.
7. Goods shall in all cases be taken as subject to arrival, and no claim shall be made on the Auctioneers for non-delivery owing to such non-arrival beyond the repayment of the deposit or purchase-money.
8. TERMS. Prompt every Tuesday unless otherwise arranged. Credit as agreed upon, or cash on delivery if so required by the Auctioneers. Discount will not be allowed.
9. Original packages of either fruit or vegetables, the contents of which may in part prove unsound, unwholesome, or unfit for the food of man, whether from delay in transit or any other cause, are sold on the express condition that the Buyers sort the contents and destroy the unsound, unwholesome, or unfit portion before offering to the public.

10. The Auctioneers do not hold themselves responsible for short delivery arising in the case of fire or theft, and any claim which under these conditions may be made by the purchaser shall in no case include any sum in respect of loss of time or of profit.
11. The Auctioneers, subject to Condition 6, reserve to themselves the right of delivery of goods irrespective of order of sale or application.
12. Empties upon which a charge is made shall at all times remain the property of the Auctioneers, the amount paid or the money so charged on account being only as security for their due return. The purchaser agrees to return all such Empties in like condition as at time of purchase (ordinary wear and tear excepted), and not to use or misuse the said Empties for any purpose whatever other than that of conveying the goods therein contained at the time of purchase. The Auctioneers agree to return the amount so paid or deposited as security on any Empties upon reasonable proof being given, by the production of tickets or other vouchers, that the goods contained in the said Empties were purchased by the purchaser from such Auctioneers.

Description of the Market at Hull.

The auctions at Hull, on the East Coast of England, handle the East Coast trade and also a considerable Continental business. In pre-war days this Continental business was larger, as there were considerable stocks going to Germany. The facilities of the auctions in Hull are adequate and the trade is prepared to handle consignments expeditiously. It is estimated that the volume of sales by auction at Hull is increasing yearly. In 1921 approximately 1,200,000 packages were disposed of in that market. This was an increase of about 12% over the previous year. About 75% of apples and other classes of fruit handled in the Hull market during the past season were sold by auction.

The recognized brokerage commission in the Hull market is 3% on the gross proceeds, together with the charges of 1s.3d (30.4¢ at par) and 1s.6d (36.5¢ at par) per package, according to size. Auctioneers guarantee the sales, and pay the receiver cash when the account sales are completed, usually one or two days after the sale. The average buyer at the auctions is usually a wholesaler. The prices obtained in the auction sales naturally establish the market. Competition in the auction rooms is unrestricted.

It will be noted that the markets of Copenhagen, Stockholm, Bergen, Christiania and Gothenberg are extensively supplied through Hull. Scandinavian purchasers prefer to deal through Hull by reason of the fact that they can personally visit the markets or have their agents in Hull purchase for them. This gives them an opportunity of inspecting the condition of the fruit which they are buying and in their opinion eliminates the danger of receiving fruit from the United States which is out of condition. Hull is but a very short run from the Scandinavian countries and some dealers make a speciality of certain brands that are popular in Scandinavia. For this reason they are able to hold their trade, even when prices are lower in London.

The following paragraphs indicate the conditions of sale in the auctions of Hull:

Conditions of Sale in the Hull Auction.

1. The highest bidder (in due time) to be the purchaser, who is to pay down (if required) a deposit of twenty-five to fifty per cent. on the value of each lot to bind the bargain, or the lot to be immediately put up again.
2. Payment to be made before delivery, which must be taken not later than day after sale, or earlier if required. If any of the Purchasers neglect or refuse to pay the remainder of the purchase money, either in cash or Bank of England notes, on or before the delivery of the goods, or omit to take delivery of their respective lots during the day

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after the sale, or earlier if so expressed at time of sale, the money paid as a deposit will be forfeited to the proprietors, who are not liable to be sued for the same, either by law or in equity; such lots as remain uncleared after the time limited may be re-sold either by public sale or private contract, the Brokers not binding themselves to give prior notice of such re-sale, but the first purchaser will be liable for all deficiencies whatever arising from such re-sale.

3. Not any discount to be allowed.
4. The Brokers reserve to themselves the right of accepting or refusing the bidding of any person or persons; also the right of giving any buyer the option of taking an entire parcel or any portion thereof; also of withdrawing any lot or lots.
5. If any dispute arises in bidding or the lot be claimed by more than one bidder, it shall be left to the decision of the Selling Broker.
6. The goods to be delivered to the purchaser with all faults and defects, without any allowance for inaccurate description of marks, quality, quantity or condition, as they now lie in the Warehouse, or on Quay, and where they may be inspected. If any of the contents of any packages are spoilt, damaged, unsound or otherwise defective, so as to be unfit for human consumption, such defective goods are not intended by the Brokers or purchased by the Buyers for the food of man, and the Buyers shall separate such defective goods from the bulk, and shall not use or sell any such defective goods for the food of man.
7. The goods will be at the Purchaser's risk from the time of sale, and in the event of delivery not being taken the day after sale, or earlier if required, shall be liable to be carted at Buyer's expense into warehouses, also to rent and all other charges incurred, and must be immediately removed upon notice being given.
8. All lots and quantities are sold to be more or less, and subject to their being landed (if arriving by vessel), or delivered to our warehouses (if arriving by land carriage).

9. Intending buyers are requested to thoroughly inspect the bulks, as the Brokers do not guarantee bulks equal to sample.
10. All rejections shall be based strictly upon the rules (exhibited in the Sale Room) for governing the selection of Fruits, and any goods not rejected by the Buyer or his Agent before noon on the day after sale, shall be considered accepted by the Buyer, according to the original selection of the Fruit by the Selling Broker's men, and shall afterwards remain on quay or in warehouse at Buyer's risk and expense.
11. Both Seller and Buyer shall be bound by the signature of Selling Broker to the Catalogue, with Buyers' names and prices affixed.

Description of the Southampton Auction.

The auction in Southampton is the newest of the English auctions. Since the establishment of this market, all apples billed direct to Southampton are sold through the auction house. Apples, of course, sent via Southampton on through bills of lading to London, are immediately forwarded to London and do not touch the Southampton market unless they are diverted by the consignees. The total quantity of boxes and barrels of apples, packages of American pears and plums, Spanish oranges, grapes, onions, etc., disposed of by the Southampton auction between August, 1920, and the end of May, 1921, amounted to roughly 350,000 packages. The Southampton auction does not handle dried fruit.

The charges for selling by auction are 3% brokerage, 9d. (18.2¢ at par) per box for apples, 1s.6d. (36.5¢) for barrels, 1s.3d. (30.4¢) for Valencia oranges, and 1s.6d. (36.5¢) for Murcia oranges. There are no additional charges to shippers; and the above comprise cataloguing, landing, sorting and delivery to railway wagon or motor lorry. There are no charges to buyers such as there are in certain other markets, portorage, cartage, etc. being entirely eliminated, the great feature of Southampton as a distributing center being the wonderful

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facilities which enable a buyer to get his purchases delivered to his own door with only one handling.

Everything sold by auction in Southampton is catalogued on similar lines to the methods used in Liverpool and Glasgow and the auction prices are the prices which are returned to shippers. There is no discounting. The average buyer at auction is either a wholesale merchant, commission agent (who purchases for buyers who cannot attend), or retailer. The Southampton sale room is open to wholesalers and retailers, who are in a position to purchase any lot as catalogued. This, you will note differs from the Liverpool sale room which is a closed room. The quantities sold by auction at Southampton this year were considerably above those disposed of last year.

The selling of large quantities of apples at auction in Southampton is greatly increasing the distribution in the South and Southwest parts of Great Britain. These sections were formerly fed through either London or Liverpool. Now that Southampton is distributing all over the South coast, from Brighton in the East to Plymouth and Devonport in the South, the small towns such as Salisbury and Exeter have become big buyers and their consumption has been considerably increased during the past year.

The facilities of the Southampton auction for handling trade are probably unexcelled in Great Britain. It is possible at this auction, which is situated on the quays, to unload a ship direct into the auction exhibition hall on one side, place the fruit in the exhibition rooms, and load it immediately on the trucks of the railroad on the other side of the exhibition rooms. This is the only place in England where this can be done. Often a lot does not travel 100 yards from ship to the railroad van that carries it to its final destination.

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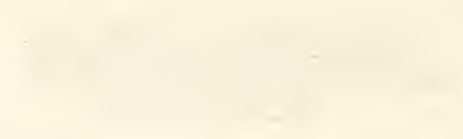
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The following paragraphs indicate the method by means of which fruit is sold by auction and private treaty in Southampton:

CONDITIONS OF SALES BY
AUCTION AND PRIVATE TREATY
IN SOUTHAMPTON

1. The highest bidder shall be the purchaser, and if any dispute arises between two or more bidders the lot shall be put up again and resold, or the Auctioneer may declare the bidder.
2. The Auctioneer may decline to accept the bids of any person or persons.
3. The Auctioneer shall be entitled to demand from any Buyer payment for any lot or lots, or a deposit of 25 per cent. thereon either immediately upon the fall of the hammer or before delivery, notwithstanding previous dealings on credit, and should the Buyer neglect or refuse to complete the purchase or take due delivery, the lot or lots may be resold either by auction or by private treaty without notice, notwithstanding any deposit which may have been paid, and any loss, brokerage, or other expenses which shall be incurred at such resale shall be made good by the defaulter. No Buyer shall be allowed to pay for or clear a part of his purchase without paying for the whole of his lot or lots or leaving a substantial deposit satisfactory to the Auctioneer for the remainder.
4. All Goods are sold (by auction or otherwise) with all faults and defects, if any, as per the classification given at time of Sale, and Buyers are requested and required to thoroughly inspect the bulk at Quays or Warehouses, as the packages shown at time of Sale are not shown as Samples of the Bulk, nor will the Brokers hold themselves responsible for any variation in quality, quantity, description, or inaccurate stencilling.
5. The goods shall be taken delivery of at the Buyer's expense by him or his agent, as soon as possible after sale, and any goods not rejected before 4 p.m. on the day following sale shall be considered as accepted, and thereafter no allowance will be granted or refusal entertained upon any grounds whatever. Weights which may be catalogued or announced at time of Sale are stated only as a general indication and in no sense guaranteed as accurate.



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6. All goods which may be left at the Quays or at the Broker's Warehouses are so left at the risk of the purchaser, but all goods are held secure against loss or damage by fire until delivered. Buyers not taking delivery of their purchases within forty-eight hours from time of sale shall incur a charge which is in addition, and without prejudice, to the Broker's right of re-sale.
7. All goods sold in original packages are sold without any liability as to the contents, it being conditional upon Buyers that should any portion of the Fruit or Vegetables therein contained be unsound, unwholesome, or unfit for human food, same shall be sorted and destroyed, and not offered to the public for sale.
8. All lots are sold more or less, and subject to their being landed (if arriving by vessel) or delivered to the Broker's Warehouses (if arriving by land carriage), and the Brokers do not hold themselves liable, from whatever cause, for any short deliveries of the whole, or part of a lot or lots, nor will any claim arising out of a Contract made under these conditions be allowed to include loss of time or prospective profit.
9. The Auctioneer reserves to himself the right to give the purchaser of the first or any subsequent lot the whole or remainder of the parcel.
10. The Auctioneer shall be entitled to withdraw any lot or lots at any time.

Handling of Fruit by Private Sale.

While the auctions dispose of the greater part of the American apples, there are efficient and ably-handled houses that import for private sale. These houses have their customers throughout the country whom they supply throughout the season. These firms are regarded as being more safe than the auctions, for they handle only the best fruit and must stand behind all their sales. Some of these firms buy direct from the producers, but by far the greater tonnage is on the consignment basis. This is a very creditable method of disposing of fruit, especially of the finest qualities.

The prices obtained are based mostly on the auction prices. Better prices are often realised, however due to the fact that the trade in the country



is saved the inconvenience of a trip to London or to the other large market centers. There is another advantage in that the trade is always protected against loss through defective condition. It is not generally considered as good a method of disposing of fruit, however, and it is not nearly so efficient when it is a case of disposing of fruit that has gone slightly off condition in transit. In such cases the fruit is generally handed over to the auctions. These houses, depending as they do on the high-class country trade, want only the most carefully graded and packed fruit, and are the great steadying influence in the fruit trade. They must stand behind every case they send out and there is no element of chance in their business.

Like the auctions, these houses hold a definite position in the trade and progress without them would be impossible. They are particularly valuable to firms which have brands of especially choice fruit to exploit and who want to build up a steady trade year after year. These firms get to be known for the superiority of their pack and can be trusted to be the same year after year. Country and Continental firms, who have often lost money by reason of inferior brands get to know that certain houses carry superior brands, and patronize these houses in spite of the fact that their prices may be higher. This point has recently been exemplified by the action of two Scandinavian houses, one in Copenhagen and the other in Stockholm. A certain house in Hull had all the business of these two firms, who refused lower prices both in London and in New York because they felt sure of getting the brand of apples they wanted from their firm in Hull, since this firm always saw that the fruit was in good condition. This helps to eliminate loss by deterioration in transit across the Atlantic.

These houses are of course both good and bad, the good houses by far predominating. Care must be exercised, however, in the selection of the house

The first part of the paper is devoted to a general discussion of the
theoretical aspects of the problem. It is shown that the problem is
essentially non-linear and that the only known exact solution is the
trivial one. The next part is devoted to a numerical solution of the
problem. It is shown that the numerical solution is in good agreement
with the theoretical results. The final part is devoted to a discussion
of the physical aspects of the problem. It is shown that the problem
is of great importance in the theory of the structure of the
universe. The paper is concluded with a summary of the results.

with which the exporter deals. One cannot too often repeat and insist on greater care in the selection of English agents by American exporters. The American Agricultural Commissioner in London has on several occasions in the past year been asked to look up firms to whom carload lots have been consigned, and has found that they had no plant at all, - just a back room and a desk. They obtained consignments and threw them on the first auction handy. The dishonest dealer is the exception, however, and not the rule, and it is generally a man's own fault if he loses on his deals in the British markets.

There is practically no American supervision of the American trade in Europe after the fruit leaves New York. There is one firm established in London which makes a speciality of handling consignments in all the markets of the United Kingdom and the Continent. Fruit consigned to this firm is placed in the market which the head of the firm considers the best at the time the fruit arrives. Thus, if the fruit arrives at Liverpool and the Glasgow market is higher than the Liverpool market, the fruit is reconsigned to Glasgow. Often the Continental or Scandinavian markets are bare and the prices better, so the fruit is consigned to those markets. This firm also takes care that the samples are representative of the lots placed on the auctions and generally looks after the shipper's interest.

A sketch of the British markets would be incomplete without a word or two about the street pedlar who on his barrow disposes of a very important part of the apple surplus and deals at times in first-class fruit. He is present at all auctions and carries off the fruit that the big merchants will not take and, when fruit is scarce, he is at times a competitor for the finer fruit of the store keeper. He pays cash for his fruit, takes it home and reconditions it and, in the course of a few hours, has it on his barrow on sale on every street corner in the poorer parts of all the larger cities. The store trade looks

to him for help when the market is glutted and they do not look in vain. His barrow, drawn either by himself and wife or by a diminutive donkey, is one of the ordinary sights of every English city.

Conclusion.

The foregoing is a picture of the system as it exists in England. The auctions naturally play the larger part in the trade because it is usually through the auctions that the larger amount of the fruit is distributed. The commission houses also have their place. The system is efficiently run, and under the present conditions it is the best we can expect or are likely to get. The whole method of handling American fruit needs re-organizing, which must begin at home. England is our biggest and best market and should be intelligently supplied, not haphazardly as is now the case. There must be a more complete and thorough organization, and co-operation between the producer and his marketing agents. The legitimate needs of this market should be supplied and steps should be taken to prevent the continued slumps, the costs of which are always borne by the producer and the exporter. Above all, the dumping of inferior fruit should be stopped.

American apples are a luxury in England and only good fruit is wanted. Strict export grades would be a great help, for they would exclude a lot of stuff that is dumped on the British markets and which not only brings little more than freight, but depresses the price of the better-class fruit. Supplies should be limited by an agreement between the shippers. No one gains anything when the market is flooded by a lot of fruit that rots before it can be gotten into consumption. If a co-operative agreement cannot be effected, the producer will have to go further and insist on government regulation. Although the trade would probably be opposed to government regulation in the fruit trade, one cannot be blind to the advantages of regulation as indicated by the other markets

in the United Kingdom. When the supplies of bacon and eggs, and also butter, from the Scandinavian countries becomes too heavy and prices drop, the governments of those countries stop the export to the United Kingdom until the market once more rights itself. There are some who believe that such procedure should be resorted to with our apple trade.

Mr. Foley concludes his report with the statement:

"Not only for our own sakes, but also for our customers here, must we stop the disastrous slumps caused by the over-supply of the markets in the United Kingdom. They mean loss to everybody concerned and in the end they are reflected in the price to the producer. The trade cannot afford to handle endless shipments that bring in little more than freight and commission to the shipper. We cannot expect help from the British side. The British merchant gets the best possible price for what is sent him, and that is all that can be asked of him. He gets his commission and suffers no losses, so whatever remedy we find we must work out ourselves. This is a problem worthy of the thorough consideration of all producing and shipping associations."

APPENDIX

Table I

Quantities and Value of Fruit & Vegetables
imported into the United Kingdom in 1920.

FRUITS (Raw).

	Cwts. 1920.*	Value. 1920.** (£ Sterling)
<u>Apples (Raw).</u>		
Germany	30,232	57,648
Netherlands.	270,442	412,599
Belgium.	159,140	288,402
France.	579,317	1,092,107
Portugal.	40,085	73,751
United States.	1,707,392	3,723,094
Other foreign countries.	48,811	105,561
Total from Foreign Countries.	<u>2,835,419</u>	<u>£5,753,162</u>
Channel Islands.	9,814	19,055
Australia.	407,339	911,277
Canada.	1,354,750	2,784,515
Other British Possessions.	13,007	34,168
Total from British Possessions.	<u>1,784,910</u>	<u>3,749,015</u>
T O T A L	<u><u>4,620,329</u></u>	<u><u>£9,502,177</u></u>
<u>Apricots & Peaches (Raw).</u>		
France.	10,493	£69,862
Other Foreign Countries	191	1,215
Total from Foreign Countries	<u>10,684</u>	<u>71,077</u>
Cape of Good Hope	91	534
Other British Possessions	4	30
Total from British Possessions	<u>95</u>	<u>564</u>
T O T A L	<u><u>10,779</u></u>	<u><u>£71,641</u></u>

* Cwt = 112 lbs.

** English Pound Sterling

(a) At par = \$4.8665 in American Currency.

(b) Average value for 1920 according to Federal Reserve Board = \$3.66427

	Bunches	Value 1920 (£ Sterling)
<u>Bananas (Raw)</u>		
Canary Islands	2,322,842	£2,691,166
Costa Rica	168,939	126,831
Colombia	3,374,634	2,319,852
Other Foreign Countries	762	933
	<hr/>	<hr/>
Total from Foreign Countries	5,867,177	5,138,782
	<hr/>	<hr/>
Total from British Possessions (British W. India Islands)	2,190,448	1,349,937
	<hr/>	<hr/>
TOTAL	8,057,625	£6,468,719
	<hr/>	<hr/>

	Cwts	
<u>Cherries (Raw)</u>		
Netherlands	18,064	£77,626
Belgium	8,940	29,884
France	28,797	129,008
Other Foreign Countries	----	----
Total from Foreign Countries	<hr/> 55,801 <hr/>	<hr/> £ 236,518 <hr/>

<u>Currants (Raw)</u>		
Germany	----	----
Netherlands	35,621	£149,048
Belgium	16,211	51,261
France	35,940	176,168
Other Foreign Countries	985	6,648
	<hr/>	<hr/>
Total from Foreign Countries	88,757	£383,125
	<hr/>	<hr/>
Total from British Possessions	1	5
	<hr/>	<hr/>
TOTAL	88,758	£383,130
	<hr/>	<hr/>

	Cwts 1920	Value 1920 (£ Sterling)
<u>Gooseberries (Raw)</u>		
Netherlands	42,784	£ 91,275
Belgium	9,048	12,856
France	45	104
Other Foreign Countries	--	--
Total from Foreign Countries	51,877	£104,235
" " British Possessions	7	21
TOTAL	51,884	£104,256
<u>Grapes (Raw)</u>		
Netherlands	23,598	£130,290
Belgium	19,546	197,554
Portugal	45,608	107,767
Spain	474,849	1,373,777
Other Foreign Countries	6,438	33,423
Total from Foreign Countries	570,039	£1,842,811
Channel Islands	13,990	180,124
Cape of Good Hope	6,772	46,259
Other British Possessions	2,307	11,273
Total from British Possessions	23,069	£ 237,656
TOTAL	593,108	£2,080,467
<u>Grape Fruit (Raw)</u>		
U.S.A.	8,013	£ 18,657
Other Foreign Countries	650	2,495
Total from Foreign Countries	8,673	21,152
Cape of Good Hope	1,824	3,680
British W. India Islands	2,814	5,802
Other British Possessions	423	691
Total from British Possessions	5,061	£ 10,173
TOTAL	13,734	£ 31,325

	Cwts 1920	Value 1920 (£ Sterling)
<u>Lemons (Raw)</u>		
Spain	139,029	£197,376
Italy	339,535	477,603
Other Foreign Countries	21,218	32,195
	<hr/>	<hr/>
Total from foreign countries	499,782	£707,074
Total from British Possessions	679	1,580
	<hr/>	<hr/>
TOTAL	<u>500,461</u>	<u>£708,654</u>
	<hr/>	<hr/>
<u>Limes and Other Citrons not elsewhere specified (Raw)</u>		
Total from Foreign Countries	14	£ 20
Total from British Possessions	20	73
	<hr/>	<hr/>
TOTAL	<u>34</u>	<u>£ 93</u>
	<hr/>	<hr/>
<u>Oranges (Raw)</u>		
Germany	---	---
France	9,517	£ 21,007
Portugal	4,010	6,495
Spain	3,980,351	7,111,199
Italy	161,661	262,273
Turkey (Asiatic) ...	124,486	253,843
U.S.A.	7,990	18,829
Other Foreign Countries	10,775	19,980
	<hr/>	<hr/>
Total from Foreign Countries	4,238,590	£7,693,686
	<hr/>	<hr/>
Egypt	24,843	46,802
Cape of Good Hope	72,088	152,627
British W. India Islands	57,266	103,634
Other British Possessions	8,977	20,346
	<hr/>	<hr/>
Total from British Possessions	163,174	323,409
	<hr/>	<hr/>
TOTAL	<u>4,401,764</u>	<u>£8,017,095</u>
	<hr/>	<hr/>
<u>Peaches (Raw)</u>		
Belgium	1,024	16,693
France	5,999	45,260
Other Foreign Countries	1,150	5,771
Total from Foreign Countries	8,173	67,724

	cwts. 1920	Value 1920 (£ sterling)
<u>Peaches (Cont)</u>		
Cape of Good Hope	2,494	£ 27,639
Other British Possessions	78	336
Total from British Possessions	2,572	27,974
TOTAL	10,745	£ 95,698
<u>Pears (Raw)</u>		
Germany	4,122	10,951
Netherlands... ..	60,169	126,240
Belgium	199,025	441,525
France	242,121	953,284
U.S.A.	131,273	297,811
Other Foreign Countries	4,030	14,740
Total from Foreign Countries	640,743	£ 1,944,551
Channel Islands ...	3,318	12,224
Cape of Good Hope...	6,348	31,675
Australia ...	3,781	10,018
Canada ...	8,754	21,953
Other British Possessions	597	2,523
Total from British Possessions	£ 22,798	£ 78,395
TOTAL	663,541	£ 2,022,946
<u>Plums (Raw)</u>		
Germany	----	-----
Netherlands... ..	16,370	53,534
Belgium	26,709	88,109
France	263,845	1,013,236
U.S.A.	628	3,447
Other Foreign Countries	3,488	16,810
Total from Foreign Countries	311,020	1,175,136
Total from British Possessions	2,591	17,250
TOTAL	313,611	£ 1,192,386

	cwts 1920	Value 1920 (£ Sterling)
<u>Strawberries</u>		
Netherlands	47,163	£ 164,464
France	7,541	22,019
Other Foreign Countries	138	1,054
Total from Foreign Countries	54,842	187,537
Total from British Possessions	---	----
TOTAL	54,842	£ 187,537
<u>Dates (Dried)</u>		
France	77,601	305,223
Turkey (Asiatic) ...	1,052,236	2,366,871
Persia	7,511	16,234
Other Foreign Countries	9,998	31,595
Total from Foreign Countries	1,147,366	2,719,923
Gibraltar	----	----
Egypt	14,118	40,271
India	8,461	20,366
Other British Possessions	----	----
TOTAL	1,169,925	£ 2,780,555
<u>Fruit, Other than preserved</u>		
Total Value of		
From Foreign Countries		£ 33,631,833
From British Possessions		6,522,067
		£ 40,153,900

VEGETABLES (RAW)

	Cwts. 1920	Value 1920 (£ Sterling)
<u>Potatoes</u>		
Sweden	131,542	£ 161,472
Norway	317,480	215,430
Denmark	844,093	524,388
Germany	28	15
Netherlands... ..	246,880	166,056
Belgium	955,092	633,155
France	1,458,792	1,533,507
Algeria	12,036	23,271
Portugal	342	265
Spain	32	90
Canary Islands ...	13,211	27,527
Other Foreign Countries	941	2,625
Total from Foreign Countries	3,980,469	£3,287,801
Channel Islands ...	1,207,345	1,864,998
Malta and Gozo ...	22,281	21,773
Other British Possessions	----	----
Total for British Possessions	1,229,026	£ 1,386,771
TOTAL	5,210,095	£ 5,174,572

Bushels

<u>Onions</u>		
Germany	666	160
Netherlands... ..	1,209,254	356,208
Belgium	233,162	72,037
France	387,460	202,786
Portugal	2,677	1,094
Spain	4,560,910	1,839,350
Egypt	----	----
U.S.A.	----	----
Other Foreign Countries	4,557	1,534
Total from Foreign Countries	6,398,696	£ 2,973,169

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	Bushels	Value 1920 (£ Sterling)
<u>Onions (cont)</u>		
Malta and Gozo ...	32,590	£ 10,139
Egypt ...	1,545,680	818,224
Other British Possessions	3,178	1,677
	<hr/>	<hr/>
Total for British Possessions	1,581,448	£ 830,040
	<hr/>	<hr/>
TOTAL	7,980,144	£ 3,303,209
	<hr/>	<hr/>

	<u>Cwts</u>	
<u>Tomatoes</u>		
Netherlands ...	277,579	768,281
France ...	41,778	144,507
Portugal ...	11,683	19,232
Spain ...	148,836	281,147
Canary Islands ...	587,164	1,445,321
Italy ...	5,594	11,868
Other Foreign Countries	3,262	9,232
	<hr/>	<hr/>
Total from Foreign Countries	1,075,896	£ 2,679,588
	<hr/>	<hr/>
Channel Islands ...	540,730	1,880,486
Other British Possessions	85	179
	<hr/>	<hr/>
	540,815	£ 1,880,665
	<hr/>	<hr/>
TOTAL	1,616,711	£ 4,560,253
	<hr/>	<hr/>



Table II

Approximate Value of Produce Grown in England & Wales.

	<u>£ Sterling.</u> *
Apples.	3,960,000
Pears.	260,000
Cherries.	609,000
Plums.	800,000
Mixed Orchards.	1,500,000
Strawberries.	800,000
Raspberries.	360,000
Currants & Gooseberries.	1,000,000
Other small soft fruits, including) mixed areas)	640,000
Potatoes.	13,900,000
Carrots.	480,000
Onions.	360,000
Brussels Sprouts.	375,000
Cauliflower and Broccoli.	240,000
Celery.	240,000
Rhubarb.	385,000
	<hr/>
	£30,909,000
	<hr/>

These figures which have been supplied by the Ministry of Agriculture, do not take into account any fruit and vegetables grown under glass, such as grapes, tomatoes, etc., and they are exclusive of the produce of Scotland and Ireland.

* English Pound Sterling at Par = \$4.8665
Average value for 1920 = \$3.66427

Table III

Principal fruits sold in the United Kingdom, the country of origin, and the season during which the produce is on the market.

<u>Apples.</u>			
American and Canadian.			September to April.
Australian.	...	...	April to July.
English.	...	...	July to December.
<u>Apricots.</u>			
Cape.	...	...	December to January.
French.	...	...	June to July.
Spanish.	...	...	June to July.
<u>Bananas.</u>			
Canary.	...	...	January to December.
Jamaica.	...	...	January to December.
<u>Cherries.</u>			
English.	...	...	June to July.
French.	...	...	May to June.
<u>Currants (Black).</u>			
English.	...	...	June to July.
Spanish.	...	...
French.	...	...	June to July.
<u>Currants (Red).</u>			
English.	...	...	June to July.
French.	...	...	June to July.
Spanish.	...	...
<u>Cucumbers.</u>	...	...	February to December.
<u>Custard Apples.</u>	...	...	January to March.
<u>Damsons.</u>	...	...	August to September.
<u>Dates (Tunis).</u>	...	...	September to April.
<u>Figs.</u>			
English H.H.	...	...	May to October.
French.	September to October.
Spanish.	November to January.
Smyrna.	November to January.

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Gooseberries.

French.	
English.	May to July.

Greengages.

English.	July to August.
French.	August to September.
Spanish.	June to August.

Grenadillas.

...	...	April to September.
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Grapes.

English. H.H.	...	April to March.
Channel Islands.	...	August to December.
Australian.	...	April to May.
Almeria.	...	September to February.
Lisbon.	...	August to October.
Cape.	...	March to May.

Grape Fruit.

Cape.	...	August to September.
Bahamas.	...	November to March - June & July.
Jamaica.	...	November to March - June to Sept.

Lemons.

...	...	January to December.
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Loquats.

...	...	April to May.
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Melons.

English & Guernsey.		May to October.
French Cantaloupes.		June to September.
Valencia..	...	July to October.

Mushrooms (Forced).

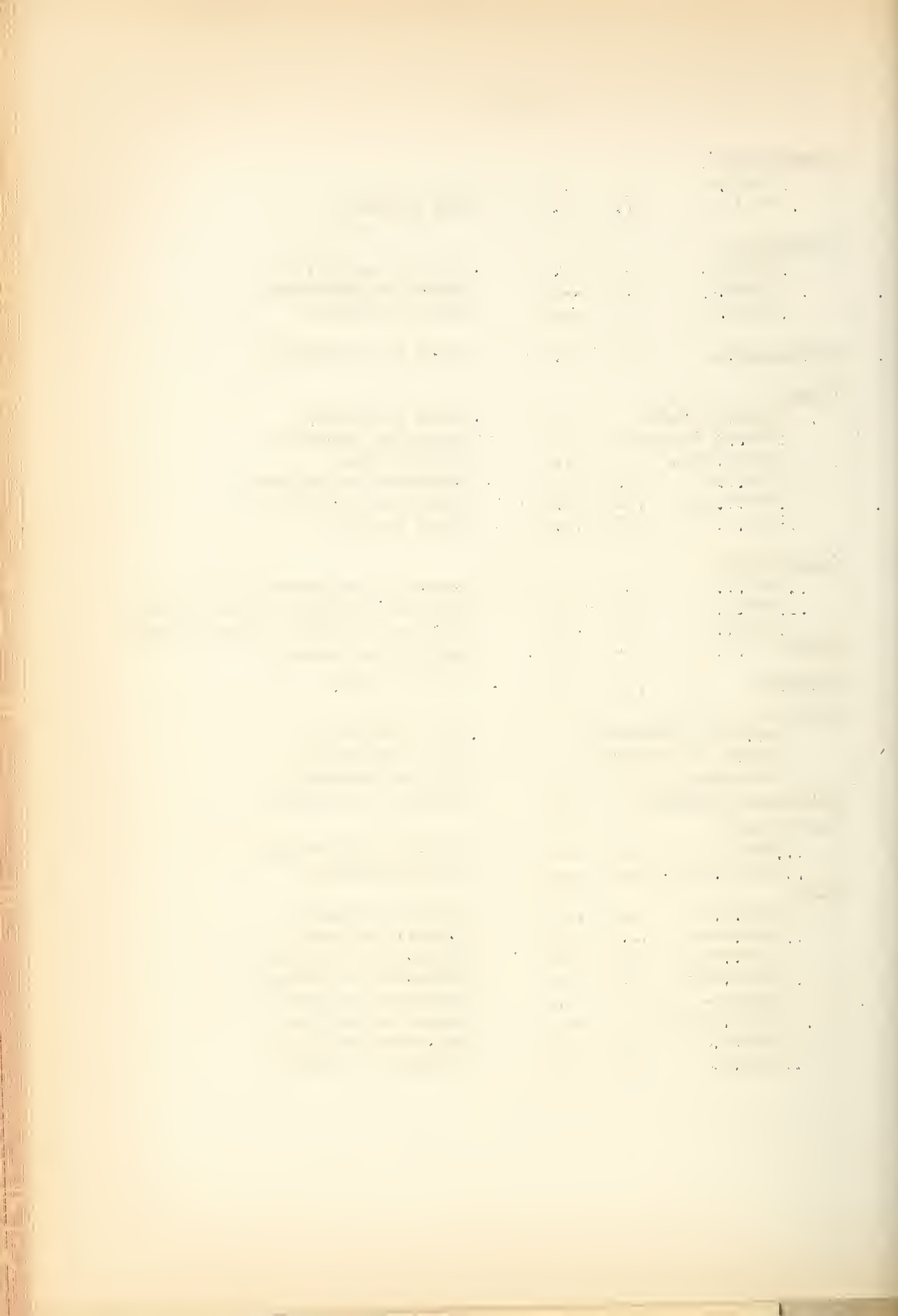
...	...	January to December.
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Nectarines.

Cape.	...	January to February.
English H.H.	...	May to October.

Nuts.

Brazils.	...	March to January.
Chestnuts.	...	October to March.
Coconuts.	...	September to January.
Barcelonas.	...	September to January.
Almonds.	...	September to March.
Kentish Cobs.	...	August to November.
Peanuts.	...	September to March.
Walnuts.	...	September to March.



Oranges.

Murcias.	...	...	November to June.
California.	...	...	December to April.
Cape.	...	...	May to December.
Denias.	...	...	November to May.
Gandias.	...	...	November to May.
Jaffas.	...	...	March to May.
Valencia.	...	...	November to May.
Jamaica.	...	...	October to April.

Peaches.

English H.H.	...	...	May to October.
French.	...	...	July to August.
Cape.	...	...	December to March.

Pears.

Cape.	...	...	January to May.
American & Canadian.	...	...	September to March.
Australian.	...	...	April to June.
English.	August to November.
French.	July to September.

Persimmons.

...	...	October to November.
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Pineapples.

...	...	January to December.
-----	-----	----------------------

Plums.

Cape.	December to March.
American	August to September.
English.	...	...	July to September.
French.	...	...	July to August.
Spanish.	...	...	June to August.

Pomegranates.

Lisbon.	...	...	September to November.
Valencia.	...	...	September to November.

Raspberries.

...	...	June to July.
-----	-----	---------------

Rhubarb.

Forced.	...	...	December to May.
Natural.	...	...	March to June.

Strawberries.

...	...	June to July.
-----	-----	---------------

Tangerines.

...	...	November to April.
-----	-----	--------------------

Tomatoes.

English.	...	...	March to December.
Teneriffe.	...	...	October to June.

